BEFORE THE PUBLIC SERVICE COMMISSION OF SOUTH CAROLINA DOCKET NO.: 2020-234-T | Carolina Procurement Institute

In Re: Application of Carolina Procurement)
Institute, LLC for Class E (HHG)) APPLICANT'S AMENDED
Certificate Household Goods, as defined) PREFILED TESTIMONY
in S.C. Code Ann. Regs S103-210(1):)
Between Points and Places in S.C.)
)

- 1. How are you affiliated with Carolina Procurement Institute, LLC?
 - a. I am the owner and operator.
- 2. How long have you been in business?
 - a. I have been in this industry for 22 years.
- 3. How many people do you employ?
 - a. Currently, I am the only employee.
 - A. Why have you filed this application? both *pendente lite* and permanently.
- 4.
- a. I have filed this application to obtain a Class E household goods mover's license for intrastate moves within South Carolina.
- 5. What is the primary focus of your business?

- a. Currently, the primary focus of my business is commercial. I have had success in the past with working with Shaw Air Force Base in Sumter, South Carolina and Fort Jackson Army Base in Columbia, South Carolina.
- 6. What plans do you have to expand?
 - a. I plan to apply for certification to transport hazardous waste materials. I have spoken with and obtained quotes from website developers as a part of my marketing plan.
- 7. What do you see as areas of potential growth?
 - I would like to service the University of South Carolina and its' medical university. I would also like to service the hospital systems of Prisma and McCleod Health.
- 8. What is your level of experience?
 - a. I have over 22 years of experience.
- 9. Are there any outstanding court orders or judgements against you or your company?
 - a. Yes. I am currently appealing that matter.
- 10. Do you hold any other certificates or licenses for moving services?
 - a. Yes. I have a certification with Department of Transportation as a Disadvantaged
 Business Enterprise.
- 11. To the best of your knowledge have there been any complaints filed with any organization against you or the company?

- a. No.
- 12. Where did you publish your notification?
 - a. I published notification in "The State" newspaper on October 30, 2020.
- 13. Have you received an insurance quote?
 - a. Yes. I received an insurance quote from Affordable Insurance Solutions, LLC, a licensee of Progressive Insurance.
- 14. On what policy amount was your quote based on?
 - a. Liability was based on \$750,000.00; Cargo was based on \$10,000.00
- 15. Do you recall the minimum for nonhazardous materials?
 - a. The minimum is \$500, 000.00 for vehicles less than 10,000 lbs. and \$750,000.00 for vehicles 10,000 lbs. or more.
- 16. How much cargo insurance are you required to carry?
 - a. I am required to carry \$2500.00 in cargo insurance.
- 17. Have there been any changes to the financial statement submitted during the application process?
 - a. Yes. I had to correct an error on page 3 of 10 to match the number on the balance statements in the attachments of the application.
- 18. How did you go about setting your rate schedule?
 - I based my rate scheduled based upon a market assessment and base on my years of experience.

- 19. Would you say it is comparable to the prevailing rates in the area?
 - a. I believe my rates are comparable and competitive to other rates in the area.
- 20. Do you foresee changing the rates in the near future?
 - a. I do not foresee any changes to my rates in the near future.
- 21. Does your schedule of tariffs lay out transportation costs, rates, minimum charges etc.?
 - a. Yes. My tariffs layout transportation costs, rates and a minimum hourly charges.
- 22. Are there any plans to expand or add staff?
 - a. Yes. I would like to hire 3 to 7 people.
- 23. Do you have a training manual?
 - a. No. Currently, I do not have a training manual; however, as my business expandsI will have detailed policies and procedures for all of my employees.
- 24. As far as territory is concerned, what counties are you planning to serve?
 - a. I plan to all 46 counties throughout the state of South Carolina.
- 25. Do you understand that you would be limited to those areas wherein you are approved?
 - a. Yes.
- 26. What kind of equipment do you currently have?
 - a. I have dollies, straps, and padding.
- 27. What plans for growth or expansion do you have as far as your fleet is concerned?
 - a. I have plans to purchase a 2009 GMC 26ft box truck with 3000 lbs capacity.
- 28. How do you manage the maintenance?

- a. I will contract with a seasoned technician and maintenance man.
- 29. Does your company have a schedule that is used to ensure safety and maintenance of equipment?
 - a. No, but once we obtain the equipment I will work with my technician to develop a schedule to ensure that my fleet and equipment remains in proper order.
- 30. Do you have a standard procedure in place for each move conducted?
 - a. Yes.